



DEPARTMENT OF DEFENSE
ENTERPRISE SOFTWARE INITIATIVE
AND
SMARTBUY

DoD ESI Working Group
DoD Chief Information Officer
6000 Defense Pentagon
Washington, DC 20301-6000



OVERVIEW

- DoD Enterprise Software Initiative (ESI)
 - Background
 - Enterprise Software Agreements
 - Team Approach
 - Successes
- Software Asset Management (SAM)
- Virtual IT Marketplace (VITM)
- ESI Website
- SmartBUY



BACKGROUND

- DoD CIO-sponsored initiative to streamline the acquisition process by providing best-priced, standards-compliant software products
- Established as the benchmark acquisition strategy:
 - Uses current structure of military service executive agents
 - Maintains flexible process responsible to customer needs
 - Extends a Software Asset Management framework within DoD to enhance software life-cycle management



DOD ENTERPRISE SOFTWARE INITIATIVE (ESI)



ENTERPRISE SOFTWARE AGREEMENTS

- Enterprise Software Agreements
 - Contracts or Blanket Purchase Agreements used by the DoD to acquire software or software maintenance
 - Open to all DoD, the U. S. Coast Guard, the Intelligence Community, and authorized Defense Contractors
 - Products are standards-compliant (DoD IT Standards Registry (DISR), etc.)



TEAM APPROACH

- ESI Working Group composed of members from the major DoD Components
- Chartered by DoD CIO
- DoD Component executive agents appoint a Software Product Manager (SPM) to:
 - Consolidate requirements
 - Develop business case
 - Negotiate best-value deals for software in ESI product categories
 - Administer resulting Enterprise Software Agreements



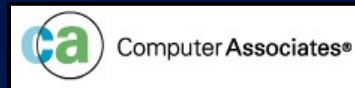
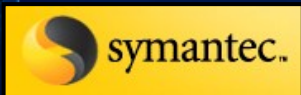
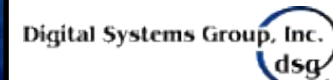
SUCCESSSES

- Award-winning initiative:
 - FOSE 2005 DoD Center Award
 - 2005 Excellence.gov Award Finalist
 - 2004 Federal IRMCO Team Award Finalist
 - 2003 FOSE/Federal Leadership Councils Showcase of Excellence Award Finalist
 - 2003 DoD CIO Team Award
 - 2000 Defense Acquisition Executive Certificate of Achievement
 - 1999 Federal IRMCO Team Award
- Thirteen product categories, thirty-four software publishers and service providers, and over 8,000 separate products
- Range of discounts from 4% to 64%
- Long-term matrixed support; key personnel remain working in DoD Components

***More Than \$2 Billion Cost Avoidance for All ESI Enterprise Licenses
Over 7 Years***



ESI AGREEMENTS





DOD ENTERPRISE SOFTWARE INTEGRATION (ESI)



Systems Integration Services Enterprise Agreement

- Provides for the performance-based procurement of configuration, integration, installation, data conversion, and other professional services for Commercial Off the Shelf (COTS) software implementations.
- Presents opportunity to reduce the government's average implementation-to-software cost ratio, currently at 15 to 1, toward the industry average of 5 to 1
- Benefits include a streamlined acquisition process, standard terms and conditions, fixed price services tied to proven methodology, and reduced risk by following proven methodology and best practices.



SOFTWARE ASSET MANAGEMENT

- **A system of policy/methodology, training, and technology used to capture and integrate the physical, financial and contractual data of software assets. Implements best practices of top performing companies.**
- **Supports and optimizes software portfolio management:**
 - Enhances interoperability to achieve a DoD Net-centric environment.
 - Improves software compliance, facilitates software re-distribution.
 - Supports the President's Management Agenda (2003 eGov Strategy).
 - Leverages established ESI governance structure.
- **Status:**
 - Joint IPT developing implementation plan, business rules, etc.



VIRTUAL IT MARKETPLACE (VITM)



- **Extends the DoD ESI to provide the DoD consumer with an integrated e-Commerce solution for IT software, hardware or services purchases.**
- **Leverages GSA Advantage! infrastructure to allow for “point and click” shopping. Reduce both transaction cost and cycle time for product delivery.**
- **Status:**
 - **DoD BIC Approved on Feb 8, 2002 to extend the DoD ESI.**
 - **Initial Operational Capability (IOC) delivered Nov 30, 2002.**
 - **Over 4,000 products available on 13 ESI Enterprise Agreements.**
 - **Coordinating development with the DoD Software Asset Management Process.**
 - **Continuing to add products/services and working with GSA to expand purchasing methods and include non-GSA Schedule products/services.**

<http://www.vitm.gov>



ESI WEBSITE

- Communications and Outreach
 - Single source for ESI information
 - Standard presentation for Enterprise Software Agreements
 - Links to participating IT catalogs
- ESI Management Tool
 - Status tracking
 - SPM communication facility
 - Metrics collection/analysis

<http://www.esi.mil>



ESI WEBSITE



MAIN PAGE

LINKS TO
DESIGNATED
AGREEMENTS
TABLE



SPM
COMMUNICATION
FEATURE



ESI
COMMUNITY OF
INTEREST





Designated Agreements

-  [Designated Software](#)
-  [Hardware](#) (coming soon)
-  [Services](#)

Contact the SPM

Using only your browser, you can contact Software Product Managers (SPMs) directly for price comparisons, quotes or questions about ESI.

-  [How the process works](#)
-  [Existing Users](#)

Email:

Password:
-  [Forgot Password?](#)

Existing users must login prior to submitting request below. New users may register in Step 2 of each option below.

- ☐ [Send a requirements specification form](#)
- ☒ [Send comments or questions](#)
- ☐ [Review a previously posted requirements specification](#)
-  [Next](#)

ESI Community of Interest

To access the ESI Community of Interest on the Acquisition Community Connection, click [here](#).

Enterprise Software Initiative

Department of Defense

[Home](#) [About ESI](#) [ESA Search](#)

ESI UPDATES

- [SmartBUY Oracle Fact Sheet PDF 76 kb](#)
- [ESI Brochure PPT 652 kb](#)
- [ESI Fact Sheet PDF 148 kb](#)
- [Defense Acquisition System Policy Guidance Related to ESI PDF 181 kb](#)
- [View All](#)

NEWS HEADLINES

- [12/15/05 Major Changes to Adobe Maintenance Services](#)
- [12/12/05 Enterprise Agreement Established for TOWER TRIM Software Products and Services](#)
- [10/31/05 ESI Electronic Newsletter \(eNewsletter\) Published](#)
- [10/04/05 PeopleSoft Support Available through Oracle](#)
- [09/14/05 Enterprise Agreement Established for Symantec Software and Services](#)
- [View All](#)

This is an official Department of Defense Web Site (GILS Registration #11398) sponsored by the Department of Defense Chief Information Officer (DoD CIO).

The purpose of this Web Site is to facilitate effective information flow about the DoD Enterprise Software Initiative (ESI).

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[Washington, DC 20350-1000](#)

[ESI Website Administrator](#)



ESI WEBSITE



ESI PROGRAM INFORMATION

Enterprise Software Initiative Department of Defense

Home About ESI ESA Search

MISSION

Mission | Members | Operating Principles | Best Practices | Frequently Asked Questions | Policy Corner

The Enterprise Software Initiative (ESI) is a joint DoD project to develop and implement a DoD enterprise process. The objectives are to save money and improve information sharing. The initial focus will be on COTS products. The main problem identified is the high cost of software (including price, support) costs to the DoD. The ESI will develop standards-compliant software that can be used by the DoD. The ESI Council, will identify, acquire, and implement the software.

ESI MISSION STATEMENT

Enterprise Software Initiative Department of Defense

Home About ESI ESA Search

MEMBERS

Mission | Members | Operating Principles | Best Practices | Frequently Asked Questions | Policy Corner

AGENCY

Office of the Secretary of Defense - ASD/CIO

Department of the Navy

Office of the Secretary of Defense CIO

Department of the Air Force

Department of the Army

Missile Defense Agency

WORKING GROUP MEMBERS

Enterprise Software Initiative Department of Defense

Home About ESI ESA Search

OPERATING PRINCIPLES

Mission | Members | Operating Principles | Best Practices | Frequently Asked Questions | Policy Corner

- The Enterprise Software Initiative (ESI) and Steering Group (SG) should operate with a minimum of process and paperwork.
- Basic guidelines for ESI should be contained in a "mini-policy." A DRID and ESI Business Case are no longer needed.
- The WG is empowered to act unless there is a disagreement that cannot be resolved. Then the SG will decide. Competition with multiple award per software category should be the norm.
- There is no one-size-fits-all solution.
- The 80% requirements solution is good enough for ES Agreements.
- ESI will not "get it right the first time;" Experimentation is OK.
- In certain isolated cases, DOD might standardize on one product, particularly when there are no alternatives to meet a DOD standard.
- ESI needs a good outreach (marketing and publicity) program.
- ESI should use success measures and collect performance data to continuously refine the process.
- The Business Case for each agreement, prepared by the Buying Agent, should be brief and focus primarily on requirements and strategy. The WG can concur without a Business Case.

OPERATING PRINCIPLES



ESI WEBSITE



ESI POLICY CORNER



- **Department of Defense (DoD) Chief Information Officer (CIO) Guidance and Policy Memorandum No. 12-8430-July 26, 2000, Acquiring Commercially Available Software**
- **Joint DoD CIO/DPAP Memo of December 22, 2005, DoD Support for the SmartBUY Initiative**
- **Defense Federal Acquisition Regulation Supplement (DFARS) Subpart 208.74, Enterprise Software Agreements**
- **DoDI 5000.2, Operation of the Defense Acquisition System**
- **ALARACT 002/01, Acquiring Commercially Available Software and Information Technology (IT) Products within the Army**
- **DON CIO Message DTG 021419Z FEB 99 - Department of the Navy (DON) Information Technology (IT) Enterprise-wide Investment Policy**
- **ASN RDA Memorandum of 29 Jan 01 - Department of Defense Enterprise Software Initiative and Microsoft Server Enterprise Agreement**
- **Navy/Marine Corps Acquisition Regulation Supplement (NMCARS)**
- **ASAF (Acquisition) Memorandum of 15 Apr 00 - Air Force Policy for DoD Enterprise Software Initiative Agreement Use**
- **HQ USAF WASHINGTON DC//AF-CIO// Message DTG 150808Z DEC 00 - DoD Enterprise Software Initiative (ESI)**



ESI WEBSITE

DESIGNATED SOFTWARE TABLE

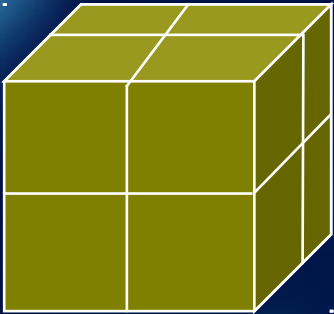


DESIGNATED AGREEMENTS: DESIGNATED SOFTWARE: ENTERPRISE RESOURCE PLANNING (ERP)

Type	Manufacturer	Lead Component	Reseller	Inventory	Available Products
	Digital Systems Group, Inc.	Navy	Digital Systems Group, Inc.		Provides Integrated Financial Management Information System (IFMIS) software and support including installation, maintenance, training and professional services.
	Manugistics	GSA	Manugistics, Inc.		Provides solutions in the functional areas of Supply Chain (Supply Management, Demand Management, Transportation and Logistics, Contract MRP/MRO), Pricing and Promotional Planning, Collaboration (Collaborative Supply Management, Collaborative VMI, CPFR, Sales and Operations Planning (S&OP), Trading Partner Connectivity), Visibility, Performance Management, and Revenue Management.
	Oracle	Army	Oracle Corporation, Northrop Grumman, DLT Solutions, & Mythics, Inc.		This Agreement is jointly managed by the DoD Enterprise Software Initiative (ESI) and the Federal SmartBUY Program. The Agreement provides Oracle ERP applications software license and maintenance including Order Fulfillment, Supply Chain Planning, Procurement, Manufacturing, Maintenance Manufacturing, Service, Contracts, Projects, Financial and Human Resources. The Agreement is open for ordering by all United States Federal Agencies, Department of Defense (DoD) Components, and authorized contractors. The ESI and SmartBUY programs are working together to leverage commercial software licensing for the Federal government.
	SAP	Navy	SAP Public Sector and Education, Inc.		SAP provides software licenses, services and maintenance for business process software applications including Enterprise Resource Planning; Human Capital Management; Financial Capital Management; Supply Chain Management; Supplier Relationship Management; and Customer Relationship Management as well as the infrastructure products required to create and sustain a Service Oriented Architecture powered by SAP NetWeaver which includes SAP Enterprise Portal and Knowledge Management; SAP Mobile Infrastructure; SAP Exchange Infrastructure; SAP Web Application Server; SAP Solution Manager and SAP Composite Application Framework.



ESI VIRTUAL INVENTORY



- ESI Virtual Inventory includes pre-purchased software, including Gold Disk agreements.
- Use of Stock Fund authorized to obtain most favorable prices for software products and services.
- Stock Fund is repaid through sales.
- ESI Customers should consider inventory stock in satisfying their requirements in accordance with FAR 8.001(a)(1)(i).



SPM COMMUNICATIONS FEATURE

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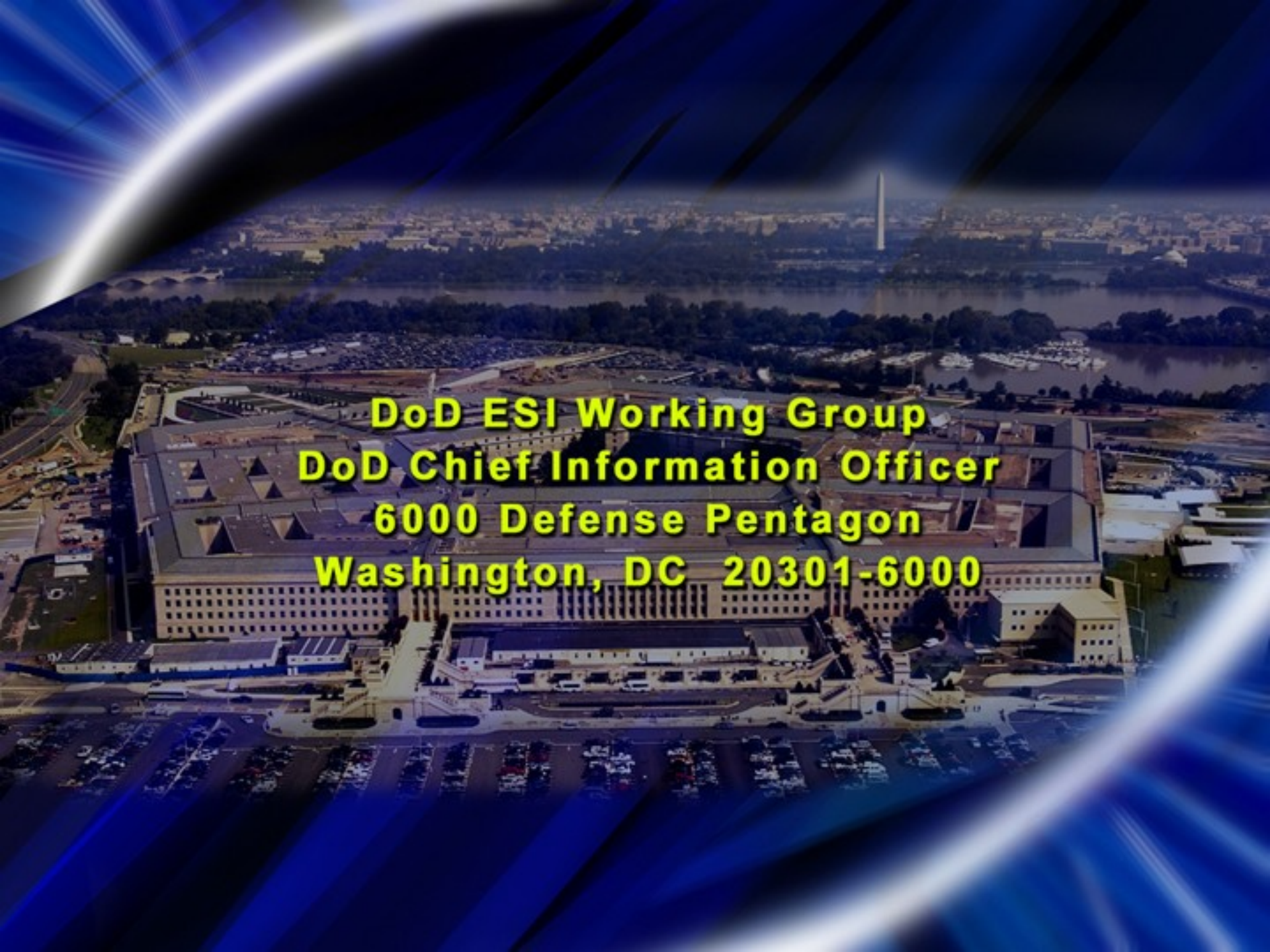
- ☐ Send a requirements specification form
- ☒ Send comments or questions
- ☐ Review a previously posted requirements specification

- Allows informal communication between ESI customer and SPM.
- Provides for formal submission of software requirements specification.
 - **Supports compliance with DoD G&PM.**
 - **Enables status tracking and reporting.**
 - **Permits metrics collection and analysis.**



SMARTBUY

- **Initiative sponsored by Federal CIO Council and OMB as part of the President's Management Agenda eGov Strategy.**
 - **Extends enterprise software licensing to Federal agencies.**
 - **GSA is the SmartBUY executive agent and will perform SmartBUY contracting responsibilities.**
 - **Near-term efforts focused on identifying best practices, conducting an agency survey to identify demand for software products, and convening inter-agency customer feedback sessions.**
- **SmartBUY being implemented in DoD through ESI:**
 - **ESI Team participating on cross-agency “core” team.**
 - **DoD SmartBUY Policy provides guidance on SmartBUY migration and waiver procedures. Uses existing ESI executive agent and SPM structure.**
 - **DoD/GSA currently establishing working relationships and resource support.**

An aerial photograph of the Pentagon building in Washington, D.C. The building is a large, five-sided structure with a grey roof and many windows. In the background, the Potomac River is visible, and the Washington Monument stands tall in the distance. The image is framed by a blue and white light streak graphic that curves around the top and bottom edges.

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